

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 00336 250435Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 DOTE-00 PA-02 PRS-01 USIA-15
CIAE-00 INR-07 NSAE-00 /046 W
-----250450Z 031673 /20

R 250400Z JAN 77
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 9613
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY OSLO
AMCONSUL GOTEBOG

UNCLAS STOCKHOLM 336

E.O. 11652: N/A
TAGS: BEXP, ECRP, SW
SUBJECT: PRODUCT THEME RECOMMENDATION: URBAN AND INTER-URBAN TRANS-
PORT

REF: CERP 1217

1. STC RECOMMENDS "URBAN AND INTER-URBAN TRANSPORT" THEME BE
CONSIDERED AND RESEARCHED AS POTENTIAL EVEN FOR EARLY 1978.
STC SUGGESTS RESEARCH BE DESIGNED TO INCLUDE:
 - A. NEW SURVEY OF AVIONICS AND SUPPORT EQUIPMENT, UPDATING
EXCELLENT 1974 STUDY THAT THEME WITH CURRENT MARKET STATISTICS,
TRENDS AND NEW PROJECTIONS OF EXPENDITURES.
 - B. INVESTIGATE POTENTIAL FOR SPECIAL PURPOSE VEHICLES DESIGNED
FOR
 - 1) HANDICAPPED PASSENGERS,
 - 2) MOVING PEOPLE IN CITY CORE WITH LESS CONGESTION
 - 3) CONSERVING ENERGY IN URGAN ENVIRONMENT.
 - C. TRAFFIC CONTROL ELECTRONICS.
 - D. NEW SAFETY DESIGNS FOR BUSSES, TRAINS OR OTHER MASS TRANSPORT.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STOCKH 00336 250435Z

2. NORD-AIR SHOW AT STC IN OCTOBER 1975 WAS AN EFFECTIVE
SPECIALIZED EXHIBITION. FINAL EVALUATION WAS TO CONSIDER
NEW PRESENTATION IN TWO OR THREE YEARS. AVIATION PRODUCTS
WHICH DID WELL THAT SHOW AND SHOULD BE RE-INVESTIGATED ARE:
INERTIAL NAVIGATION EQUIPMENT, DME TRANSPONDERS, AUTOMATIC
FLIGHT CONTROL, VLF/OMEGA NAV RADIO, ENCODING ALTIMETERS,
EMERGENCY LOCATOR TRANSMITTERS, WEATHER RADAR, ANTENNAS,

AIRPORT LOGGING RECORDERS, AND MICROWAVE ILS. OTHER AVIATION EQUIPMENT NOT SHOWN IN 1975 WHICH SHOULD DO WELL: AVIATION DATA SYSTEMS, AIR TERMINAL AND AIRCRAFT SECURITY SYSTEMS, AIRPORT COMMUNICATIONS AND PAGING SYSTEMS, AIRPORT CHECKING SYSTEMS, GROUND SUPPORT DE-ICERS AND MECHANICAL WASHERS. TOTAL MARKET SIZE CANNOT BE ESTIMATED WITHOUT RESEARCH INTERVIEWS DUE CYCLICAL NATURE OF INVESTMENTS. HOWEVER FOLLOWING US TARGET INDUSTRY (SCHED B) FIGURES PROVIDE SOME INDICATIONS OF RECENT US EXPORTS OF AIRCRAFT AVIONICS, NAVIGATION AND TRAFFIC CONTROL EQUIPMENT:

	1973	1974	1975
SWEDEN	\$5.47 M	\$7.18 M	\$7.62 M
DENMARK	4.39	6.89	8.23
FINLAND	.40	.45	.58
NORWAY	3.43	1.84	4.83
TOTAL	\$13.69	\$16.36	\$21.26

3. SWEDEN IS FORTUNATE NOT TO HAVE URBAN TRANSIT PROBLEMS TO DEGREE OF MANY OTHER COUNTRIES, BUT THERE IS STRONG INTEREST IN MEANS TO KEEP TRAFFIC CONGESTION FROM CITY CENTERS. THERE ARE ALSO SPECIAL NEEDS THAT BEAR INVESTIGATION OF PTENTIAL FOR US EXPORTS; SWEDISH PRESS HAS COMMENTED FAVORABLY ON US DESIGN BUSSES THAT FACILITATE TRANSPORT OF HANDICAPPED. ALTHOUGH SWEDEN DOING RESEARCH ON ELECTRIC VEHICLES THERE IS ALSO MUCH INTEREST IN US PRODUCTS E.G. COMPANIES MENTIONED IN 1/17/77 "BUSINESS WEEK". SWEDISH IMPORTS OF SPECIAL PURPOSE VEHICLES WERE:

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STOCKH 00336 250435Z

	1973	1974	1975
TOTAL	\$10.2 M	\$11.9 M	\$14.7 M
FROM US	2.3(22 PERCENT)	2.5(21 PERCENT)	2.7(18 PERCENT)

4. RE TRAFFIC CONTROL SIGNALS, CURRENT STATUS OF A MICROWAVE SAFETY SIGNAL SYSTEM FOR SWEDISH RAILWAYS SHOULD BE RESEARCHED. MAJOR REHABILITATION OF INTERIOR RAIL LINE "INLANDSBANAN" HAS RECENTLY BEEN DISCUSSED IN SWEDISH PRESS AND MAY PROVIDE SIGNIFICANT OPPORTUNITY FOR SIGNALLING SYSTEM. NEW ELECTRONIC AUTO TRAFFIC CONTROL SYSTEMS FOR CITIES AND FREEWAYS SHOULD ALSO BE CONSIDERED.

5. SEVERAL SERIOUS BUS AND TRAIN ACCIDENTS HAVE STIMULATED INTEREST IN SAFER DESIGNS TO PREVENT ACCIDENTS AND PROTECT PASSENGERS. IT SHOULD BE NOTED THAT SWEDISH COMPANIES ARE MAJOR PRODUCERS AND EXPORTERS (ASEA FOR TRAINS, VOLVO AND SAAB-SCANIA FOR TRUCKS AND BUSES) SO THAT MAIN POTENTIAL WOULD BE FOR LICENSING OR JOINING VENTURE OR SUPPLY OF

COMPONENTS TO OEM.

6. IN INITIAL POLL OF US INDUSTRY USDOC MAY UNCOVER PRODUCTS OF QUESTIONABLE APPROPRIATENESS IN NORDIC AREA. STC SUGGESTS STC AND OTHER POST PRELIMINARY EVALUATIONS BE SOLICITED ON THESE ITEMS.

7. IN EVENT CONCLUSIONS OF RESEARCH DO NOT SUPPORT THIS THEME CONFIGURATION FOR STC EXHIBITION, CONSIDERATION MIGHT THEN BE GIVEN TO SEPARATING "AVIONICS/AVIATION SUPPORT" AND "URBAN TRANSPORT ENGINEERING" INTO TWO SMALLER SHOWS. LATTER THEME MIGHT INCLUDE E.G. MOTORIST AND PEDESTRIAN CONVENIENCE CENTERS, INFORMATION CENTERS AND DEVICES, SAFETY LIGHTING, SAFETY VEHICLES, SIGNALLING ELECTRONICS, NEW DESIGNS FOR SNOW/ICE CONTROL.
SMITH

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CERP 1217
Control Number: n/a
Copy: SINGLE
Sent Date: 25-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STOCKH00336
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770026-0162
Format: TEL
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770119/aaaaaqja.tel
Line Count: 131
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 964008d1-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 28-Sep-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3503200
Secure: OPEN
Status: NATIVE
Subject: PRODUCT THEME RECOMMENDATION: URBAN AND INTER-URBAN TRANS- PORT
TAGS: BEXP, ECRP, SW
To: COM
Type: TE
vdkgvwkey: odbs://SAS/SAS.dbo.SAS_Docs/964008d1-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009